

# **EXHIBIT 2**

Cicerale, Jerrie APX

From: Adams, Harry APX  
Sent: Thursday, February 01, 2001 7:43 AM  
To: Cicerale, Jerrie APX  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

Jerrie,  
I will call Kay.

Thanks for the heads-up!

Harry

-----Original Message-----

From: Cicerale, Jerrie APX  
Sent: Wednesday, January 31, 2001 3:38 PM  
To: Adams, Harry APX  
Cc: Cicerale, Jerrie APX  
Subject: FW: ABBOTT LABS WHOLESALE PRICE CHANGE

Harry -- I sent the price decrease changes for the WAC prices to the databank companies today and I am not really understanding how First Databank calculates the AWP that is in their system. I have always known that price to be a calculation from our direct(list) price not the wholesale price.

Was something changed in the past few years. Kay says it is calculated from the wholesale price but I know Redbook does it from the list price.

I'm sure you will be hearing from Kay.

Just an fyi.

--Jerrie

-----Original Message-----

From: Cicerale, Jerrie APX  
Sent: Wednesday, January 31, 2001 3:35 PM  
To: 'Morgan, Kay'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

Kay -- I wasn't trying to question what you are doing but that is how I have understood that process for over 20 years. Sorry for the misunderstanding I don't want to come across in that manner.

Jerrie Cicerale  
HPD Contract Marketing  
(847) 937-2881  
Email: jerrie.cicerale@abbott.com

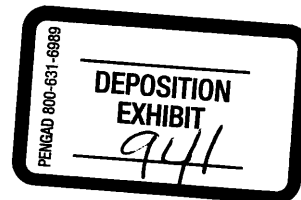
-----Original Message-----

From: Morgan, Kay [mailto:Kay\_Morgan@firstdatabank.com]  
Sent: Wednesday, January 31, 2001 3:25 PM  
To: 'Cicerale, Jerrie APX'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

I don't tell you how to do your job, please do not question how I do mine and do not ask me to ask 2 technicians how to do the manager's job. I know what I am doing. If this is the last word from you guys, we will do the survey and give them your name to call when they question me.

-----Original Message-----

From: Cicerale, Jerrie APX  
[mailto:jerrie.cicerale@abbott.com]  
Sent: Wednesday, January 31, 2001 1:02 PM



To: 'Morgan, Kay'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

I really believe you have always calculated it from the direct price. It wasn't until a few years ago that you started listing the wholesale prices. I know for a fact that the other databank company calculates it from the direct price and before you when Beth use to do the listing for First Databank (and Wendy) they used direct price. Please look at a few to confirm what I am saying.

Thanks,  
Jerrie Cicerale  
HPD Contract Marketing  
(847) 937-2881  
Email: jerrie.cicerale@abbott.com

-----Original Message-----  
From: Morgan, Kay [mailto:Kay\_Morgan@firstdatabank.com]  
Sent: Wednesday, January 31, 2001 2:16 PM  
To: 'Cicerale, Jerrie APX'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

AWP stands for AVERAGE WHOLESALE PRICE - it is the price from the wholesaler. As long as WAC and Direct were equal, it did not matter whether we were using WAC or Direct. Direct is not from wholesaler it is from Abbott, so we cannot use Direct to determine AWP if it is different

-----Original Message-----  
From: Cicerale, Jerrie APX  
[mailto:jerrie.cicerale@abbott.com]  
Sent: Wednesday, January 31, 2001 12:11 PM  
To: 'Morgan, Kay'  
Subject: RE: ABBOTT LABS WHOLESALE

PRICE CHANGE

In the past the AWP was always calculated from the Direct price not from the wholesale price. I thought the wholesale price is out on your file for reference purposes only. Our direct price is not changing so the AWP should not change.

Jerrie Cicerale  
HPD Contract Marketing  
(847) 937-2881  
Email: jerrie.cicerale@abbott.com

-----Original Message-----  
From: Morgan, Kay  
[mailto:Kay\_Morgan@firstdatabank.com]  
Sent: Wednesday, January 31, 2001 2:07 PM  
To: 'Cicerale, Jerrie APX'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE  
CHANGE

HPD is set on AWP = 1.1.875 and WAC =  
 Direct. If you change the pricing structure as you suggest we will need to  
 re-survey to determine the AWP for HPD. Also, many payers, pay from WAC so  
 lowering the WAC, will cause major grief for everyone. Also, DoJ needs to be  
 considered. Pat said he would address the issue before making the  
 decision, perhaps he did, but I don't want to put these all in because is was not  
 thought out and then get to change them back. Please double check the  
 plan and I will need some time to survey the wholesalers. Recognize that you  
 will be lowering the AWP for your products and in fact the AWP will  
 probably wind up being lower than Direct. Much grief will occur with this  
 move.

-----Original Message-----

From: Cicera, Jerrie  
 APX [mailto:jerrie.cicera@abbott.com]  
 Sent: Wednesday, January 31, 2001 12:00 PM  
 To: 'Morgan, Kay'  
 Subject: RE: ABBOTT  
 LABS WHOLESALE  
 PRICE CHANGE

What do you mean? Do you  
 need this information in some  
 other type of  
 format?

Jerrie Cicera  
 HPD Contract Marketing  
 (847) 937-2881  
 Email:  
 jerrie.cicera@abbott.com

-----Original Message-----

From: Morgan, Kay  
 [mailto:Kay\_Morgan@firstdatabank.com]  
 Sent: Wednesday, January 31,  
 2001 1:17 PM  
 To: 'Cicera, Jerrie APX'  
 Subject: RE: ABBOTT LABS  
 WHOLESALE PRICE  
 CHANGE

I have already told Pat  
 DeGrace that this is  
 not going to be

keyed on our  
database. He promised to  
check into it.

-----Original Message-----

Cicerale, Jerrie  
APX

From:

[mailto:jerrie.cicerale@abbott.com]

Sent:

Wednesday, January  
31, 2001 10:16 AM

To: 'Kay

Morgan'

Cc:

Cicerale, Jerrie  
APX

Subject:

ABBOTT LABS  
WHOLESALE PRICE  
CHANGE

<< File:

WHLS2101.TXT >>

Kay -- attached

are 95 products

that are having a wholesale

price change

effective

2/1/01. The

direct price will not

be changing

only the wholesale

price.

<<WHLS2101.TXT>>

Thanks,

Jerrie

Cicerale

HPD Contract

Marketing

(847)

937-2881

Email:

jerrie.cicerale@abbott.com

## Unknown

From: Cicera, Jerrie APX  
Sent: Thursday, February 01, 2001 8:06 AM  
To: 'Morgan, Kay'  
Cc: Adams, Harry APX; Cicera, Jerrie APX  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

Kay -- please don't adjust anything until Harry Adam's talks to you. He will be contacting you sometime today.

Thanks,  
Jerrie Cicera  
HPD Contract Marketing  
(847) 937-2881  
Email: jerrie.cicera@abbott.com

### -----Original Message-----

From: Morgan, Kay [mailto:Kay.Morgan@firstdatabank.com]  
Sent: Wednesday, January 31, 2001 6:29 PM  
To: 'Cicera, Jerrie APX'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

I can appreciate what you thought was the process, many people think they understand until they make a change. Let me re-iterate what I said below.  
AWP is AVERAGE WHOLESALE PRICE. We determine AWP by contacting the wholesalers for the mark-up. As long as your direct was equal to WAC life was fine. Now, you have a vastly different WAC, so the pricing scenario had to change. I have completed the survey and the mark-up is 1.25 times WAC.  
This makes my life very difficult as I will have to apply this to each NDC (cannot use the corporate application since you are now different than PPD).  
Additionally, I will receive many calls regarding the accuracy of the Abbott data and why reimbursement went down. I will give them whoever you tell me to give them name and number at Abbott. Also, your AWP is going to be less than Direct in the majority of cases.

We will start on this tomorrow, but will probably not get it all on till next week, so it will miss the monthly and weekly database.

### -----Original Message-----

From: Cicera, Jerrie APX  
[mailto:jerrie.cicera@abbott.com]  
Sent: Wednesday, January 31, 2001 1:35 PM  
To: 'Morgan, Kay'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

Kay -- I wasn't trying to question what you are doing but that is how I have understood that process for over 20 years. Sorry for the misunderstanding I don't want to come across in that manner.

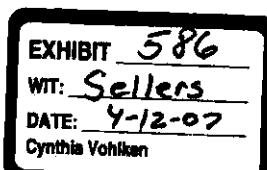
Jerrie Cicera  
HPD Contract Marketing  
(847) 937-2881  
Email: jerrie.cicera@abbott.com

### -----Original Message-----

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Sent: Wednesday, January 31, 2001 3:25 PM  
To: 'Cicera, Jerrie APX'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

TXABT  
56944

CONFIDENTIAL



I don't tell you how to do your job, please do not question how I do mine and do not ask me to ask 2 technicians how to do the manager's job. I know what I am doing. If this is the last word from you guys, we will do the survey and give them your name to call when they question me.

-----Original Message-----

From: Cicerale, Jerrie APX  
[mailto:jerrie.cicerale@abbott.com]  
Sent: Wednesday, January 31, 2001 1:02 PM  
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Subject: RE: ABBOTT LABS WHOLESALE

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Please look at a few to

confirm what I am saying.

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Jerrie Cicerale  
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-----Original Message-----

APX  
[mailto:jerrie.cicerale@abbott.com]  
Sent: Wednesday, January 31, 2001 12:11 PM  
To: 'Morgan, Kay'  
Subject: RE: ABBOTT LABS WHOLESALE PRICE CHANGE

always calculated from the Direct price not from the wholesale price. I thought the wholesale

TXABT  
56945

CONFIDENTIAL

price is out on  
your file for  
reference purposes only.  
Our direct price  
is not changing  
so the AWP should  
not change.

jerrie.cicerale@abbott.com  
Jerrie Cicerale  
HPD Contract Marketing  
(847) 937-2881  
Email:

-----Original Message-----  
From: Morgan, Kay  
[mailto:Kay\_Morgan@firstdatabank.com]  
Sent: Wednesday, January 31,  
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To: 'Cicerale, Jerrie APX'  
Subject: RE: ABBOTT LABS  
WHOLESALE PRICE  
CHANGE

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Direct. If you change  
the pricing  
structure as you suggest we  
will need to  
re-survey to  
determine the AWP for  
from WAC so HPD. Also, many payers, pay  
lowering the WAC,  
will cause major  
DoJ needs to be grief for everyone. Also,  
considered. Pat  
said he would  
making the address the issue before  
decision, perhaps he  
did, but I don't  
because is was not want to put these all in  
thought out and  
then get to  
double check the change them back. Please  
plan and I will  
need some time to  
Recognize that you survey the wholesalers.  
will be lowering  
the AWP for  
the AWP will your products and in fact  
probably wind up  
being lower than  
occur with this Direct. Much grief will  
move.

TXABT  
56946

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-----Original Message-----

Cicerale, Jerrie  
APX

From:

[mailto:jerrie.cicerale@abbott.com]

Wednesday, January  
31, 2001 12:00 PM

Sent:

'Morgan, Kay'

To:

RE: ABBOTT

Subject:

LABS WHOLESALE  
PRICE CHANGE

mean? Do you  
need this

What do you

information in some  
other type of  
format?

Cicerale  
Marketing  
937-2881

Jerrie  
HPD Contract  
(847)

jerrie.cicerale@abbott.com

Email:

-----Original Message-----

Morgan, Kay

From:

[mailto:Kay\_Morgan@firstdatabank.com]

Wednesday, January 31,  
2001 1:17 PM

Sent:

'Cicerale, Jerrie APX'

To:

ABBOTT LABS

Subject: RE:

WHOLESALE PRICE  
CHANGE

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I have

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He promised to  
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-----Original Message-----

From:

Cicerale, Jerrie  
APX

TXABT  
56947

CONFIDENTIAL

[mailto:jerrie.cicerale@abbott.com]

Sent:

Wednesday, January  
31, 2001 10:16 AM

To: 'Kay  
Morgan'

Cc: Cicerale, Jerrie  
APX

Subject: ABBOTT LABS  
WHOLESALE PRICE  
CHANGE

<< File:  
WHLS2101.TXT >>  
Kay -- attached  
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having a wholesale  
price change  
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2/1/01. The  
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wholesale  
price.

<<WHLS2101.TXT>>

Thanks,

Jerrie  
Cicerale  
HPD Contract  
Marketing  
(847)  
937-2881

Email:  
jerrie.cicerale@abbott.com

TXABT  
56948

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